



# DEFENSE LOGISTICS AGENCY

AMERICA'S COMBAT LOGISTICS SUPPORT AGENCY



**Partnership Day**  
**August 8, 2012**

WARFIGHTER SUPPORT

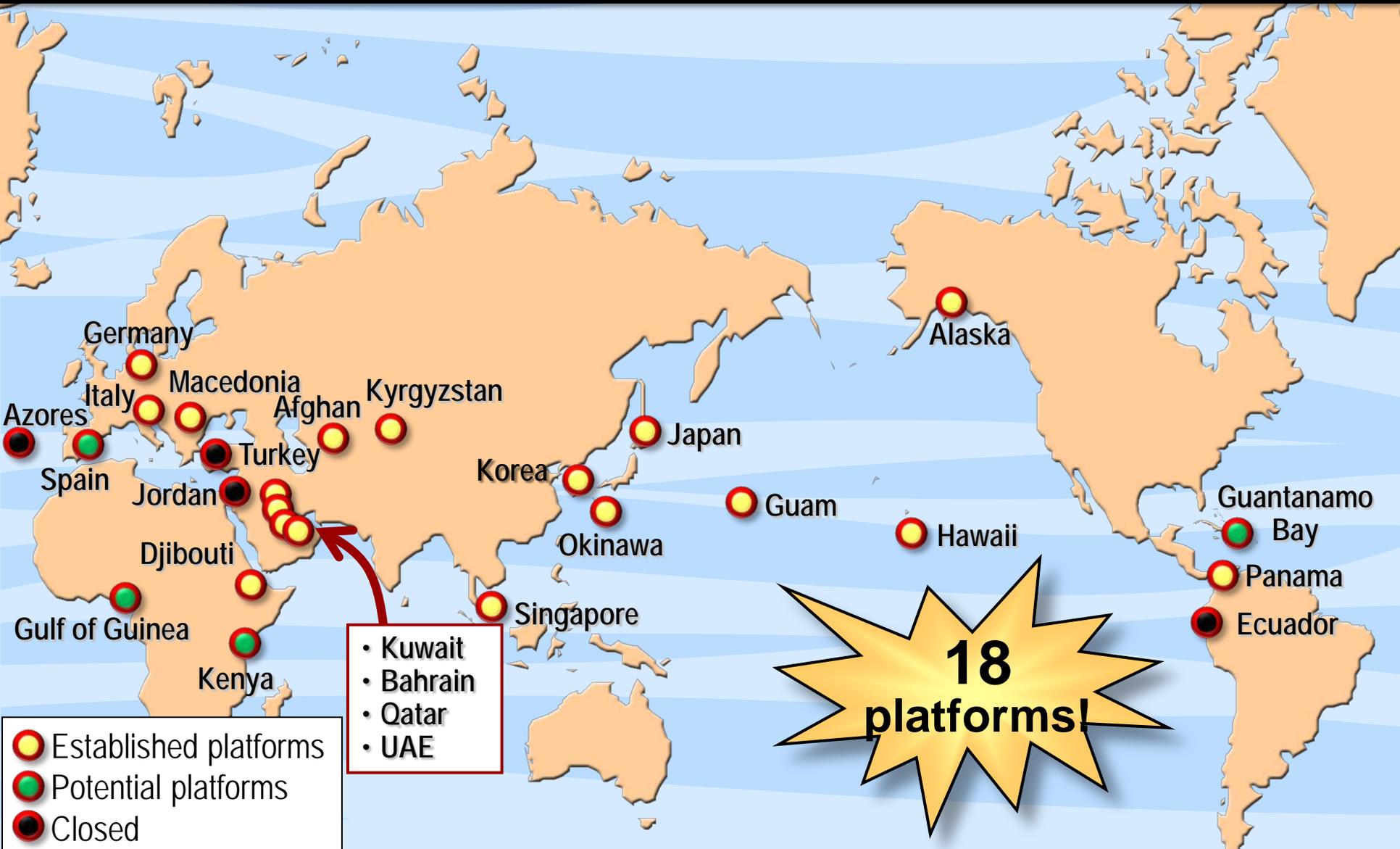
STEWARDSHIP EXCELLENCE

WORKFORCE DEVELOPMENT



# Prime Vendor OCONUS

We're located where our customers are!





# Ocean Shipping Container Capacities

Goal >85% utilization weight or cube

Commercial has a significantly higher utilization

OCONUS Constraints:

How to minimize constraints taking into account cost impact?

Packaging / Crushing / Shelf Life

Item / Supply Chain decision



# Fraud Mitigation - Pricing Trends

## Pricing Definition

- MPAs address pricing for all OCONUS SPV programs (consistency)
- Identify National Price
- FOB origin pricing mitigates excessive pass-through charges
- Rebates and discounts:
  - OCONUS Clause updated
  - Contractor required to identify all rebates and how applied
  - Early payment restrictions
  - EPA Ceiling tracks price creep



# Vendor Scorecard (Vendor Name) (Month, Year)

Important Measurable Factors	Rating	Trend
1. Total Asset Visibility	●	↔
2. Supply Chain Fitness Report	●	↔
3. Vendor Catalog	●	↔
4. Pricing Summary	●	↔
5. Fill Rates	●	↔
6. NIS Report	●	↔
7. Slow Mover Report	●	↔
8. Delinquency Rate	●	↔
9. Sale Data	●	↔
10. Delivery Status	●	↔
11. Small Business Report	●	↔
12. Ability One Report	●	↔
13. NAPA Report	●	↔
14. Descending Dollar Report	●	↔
15. Descending Case Report	●	↔
16. Customer Rejects	●	↔
17. Rebate Report	●	↔
18. Customer Service	●	↔
19. Quality Audits	●	↔
20. Incident Reports	●	↔

DLATS Rating Color Key:	
●	On Target
●	Slightly below Target but likely to get-well
●	Below Target

Trend Legend:	
↑	Improving
↔	No Change since last report
↓	Degrading

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